# **EXHIBIT C**

**Managerial and Technical Resources** 

#### MANAGEMENT TEAM

NEW ACCESS COMMUNICATIONS LLC has assembled a strong senior management team with experience in the telecommunications market. Each individual brings a successful background, an entrepreneurial drive and a unique perspective based on experience in a variety of industries. Following are summaries of the backgrounds of key individuals.

#### Steven Clay, Carrier Services President

Mr. Clay spent the previous five years as founder and chief executive of a specialized law practice providing legal services primarily to the telecommunications industry. His law practice focused on certification and tariff issues at the state and local level, regulatory and tax issues, and consumer protection issues. Mr. Clay's client list included privately-held and public companies including long distance resellers, CLECs, Internet Service Providers, debit card providers and other telecommunications entities. Prior to attending law school, Mr. Clay worked in the marketing department of a software company which provided sophisticated accounting, billing and time management software to the legal industry. He is experienced in regulatory compliance issues, intellectual property issues, contracts and other areas of transactional law. Mr. Clay received a B.A. in Organizational Management from Gustavus Adolphus College and a J.D. cum laude from the University of Minnesota Law School, where he was an Associate Managing Editor of the Minnesota Law Review. His law review Note, Starstruck: The Overextension of Celebrity Publicity Rights in State and Federal Courts, was published in Volume 79 of the Minnesota Law Review (79 Minn. L. Rev. 485 (1994)). Mr. Clay co-founded New Access in June, 2000.

#### David Buss, Vice President

Mr. Buss spent the previous twelve years with Sencore Electronics, a large electronics firm based in Sioux Falls. He has great experience in technical sales, and has proven success in managing, training and motivating large sales forces for consistently profitable results. Mr. Buss received a B.S. Degree in Business Administration from National American University in Sioux Falls. Mr. Buss co-founded New Access in June, 2000.

### **Gregory Wilmes, Chief Operating Officer**

Mr. Wilmes served as the general manager of NewTel Comunicaciones España, S.L, a long distance reseller based in Madrid, Spain, from January 1999 through May 2000. He was engaged in the private practice of law at his own firm in the Twin Cities, practicing primarily in the securities arbitration and appellate advocacy areas, from 1996 to 1998. Mr. Wilmes was a founding partner in the law firm of Briol & Wilmes, and practiced primarily in the commercial litigation and securities arbitration areas from 1988 to 1996. Mr. Wilmes received a B.S. degree from Mankato State University in Political Science (1977, summa cum laude), and a Juris Doctorate from the William Mitchell College of Law (1981, magna cum laude). Mr. Wilmes cofounded New Access in June, 2000.

## Wayne Barthel, Chief Financial Officer

Mr. Barthel is a graduate of St. John's University in Collegeville, Minnesota, where he majored in accounting. Upon graduation, Mr. Barthel spent nine years with Ernst & Young in the audit and consulting staff. He spent approximately 40% of his time working with clients in the banking industry and served on the Minneapolis Banking Industry Committee. Mr. Barthel's responsibilities included reviewing the adequacy of loan loss reserves and compliance with various regulatory requirements. Mr. Barthel has served as Chief Financial Officer for businesses

in the health care and telecommunications industries, and also managed his own consulting firm specializing in financing and restructuring services to businesses in a variety of industries. Mr. Barthel is licensed as a certified public accountant in the state of Minnesota and is a member of the American Institute of Certified Public Accountants and the Minnesota Society of Certified Public Accountants. Mr. Barthel has spent the previous year as Chief Financial Officer and Vice President of Finance for Internet Financial Services LLC.

#### **Technical Competence**

As a non-facilities based reseller, New Access relies upon its underlying carriers for all technical matters relating to the transmission of telecommunications messages. Underlying carriers, primarily the Regional Bell Operating Companies, provide all network elements utilized by New Access in the provision of service. The RBOCs also handle all elements in the provision of emergency and 911 service.

New Access maintains its own in-house billing system and customer service department. New Access has assembled an impressive and highly qualified team of managers and staff level personnel serving in its customer service and information technology departments. Kristi Hicks, Customer Service Director, spent the previous three years as customer service director for a long distance service provider. Rick Gittins, IT Director, is an experienced computer programmer whose previous employment was as a computer consultant. Both Ms. Hicks and Mr. Gittins have been with New Access nearly since the Company's inception. New Access employs several customer service representatives who previously worked for Qwest or other local exchange or long distance carriers. New Access's IT Department also contains several software engineers who are experienced in designing and implementing complicated databases for telecommunications carriers.